



U.S. General Services Administration

# Federal Acquisition Service

## GSA Global Supply™ National Stock Numbers Marking and Labeling

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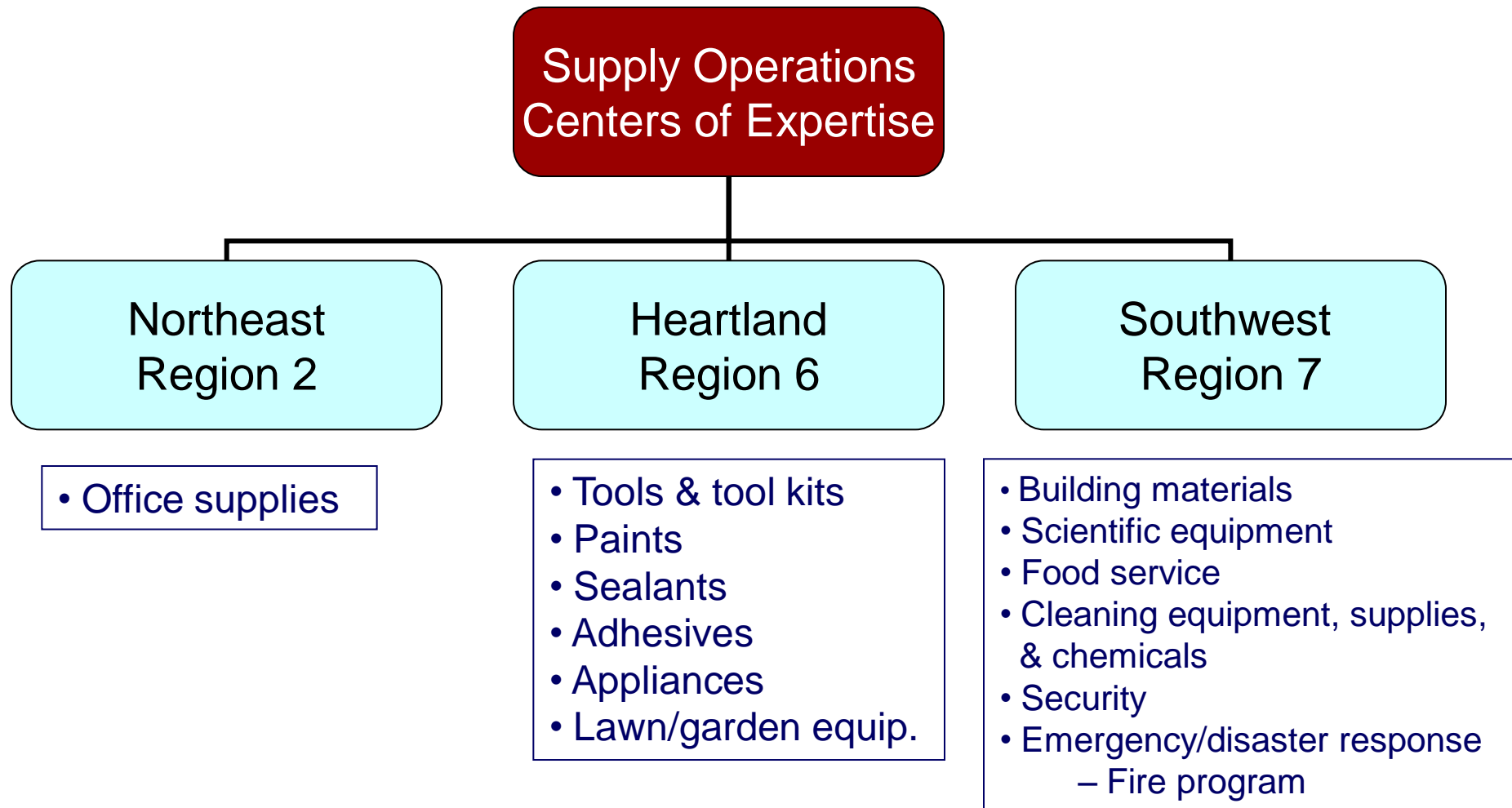
# Federal Acquisition Service

## Overview

# GSA Global Supply™ Value Proposition

Attribute	GSA Global Supply™	Alternatives
Global delivery	Yes	No
Guaranteed compliance (FAR, AbilityOne, Exec. Orders)	Yes	No
Payment options: Government purchase card <b>or</b> AAC/DoDAAC	Yes	No
Requisition based ordering	Yes	No
Government to Government (G2G)	Yes	No
One-stop shopping for office, tools, safety and more	Yes	No
Simple to find “green” items	Yes	Some
Special order capability	Yes	Some
Spending limits	No	Yes

# Three Acquisition Centers



# National Stock Numbers (NSNs)

- What is a NSN?
  - Official label applied to an item that is repeatedly bought, stocked, stored, issued, and used throughout the federal supply system
  - Provides a common language of supply

- What is this?



- Hex key, allen wrench, or socket head screw key
    - All the same item
  - NSNs provides a standardized naming convention



# National Stock Numbers (NSNs)

- What is a NSN?
  - Consists of:
    - Item description
      - includes information like price, item name, manufacturer's part number, physical and performance characteristics, etc.
    - Thirteen digit number to identify it



## Methods of Supply

- Stock program
  - Over 5,300 items in stock
    - HSOC = 1,700
  - Two distribution centers
    - Burlington, NJ
    - Sharpe/French Camp, CA
- Stock direct delivery
  - Items procured by GSA and shipped to the customer directly by vendor



## Methods of Supply (continued)

- Special order program (SOP)
  - 40,500 NSNs
  - FEDSTRIP/MILSTRIP
    - 700,000 requisitions per year
    - 6,500 manual requisitions per month
- Direct Vendor Delivery
  - Enables GSA to offer tens of thousands of new items to customers as GSA items
  - Items procured by GSA and shipped to the customer directly by vendor



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## GSA/Vendor Partnership

# Why Partnership Is Important

- No dedicated business development
- Reliance on CAR network
- Ability to process MILSTRIP
- Electronic invoicing/prompt payment
- Customers: regulations followed

## Benefits of



Global Supply™  
*Your Reliable Government Source*

- GSA pays you quickly
- GSA bills the customer
- No end of month reconciliation

# How Can You Do Business With Us?

- Check FBO ([www.fedbizopps.gov](http://www.fedbizopps.gov)) and GSA e-Buy for postings
  - Definitive open and close dates
  - Check periodically to keep in the loop
  - Read through the entire solicitation/RFQs
    - Provide all information requested
    - Read the item product description (IPD) and attached clauses
    - Understand the T&Cs of the solicitation

# How Can You Do Business With Us?

- Make sure you are loaded into *GSAAdvantage!*<sup>®</sup>
  - Your information is up-to-date
  - We utilize GSA online tools to conduct market research
    - Even perform some of our procurements
  - Can't find you if you aren't there!!



# How Can You Do Business With Us?

- Start small
  - Test the waters first
    - Huge volume of business that can overwhelm even the most experienced firms
  - Start with:
    - Simplified acquisitions
      - Valued at \$150K or less, and
    - Open market buys
  - Move on to formal contracts or Blanket Purchase Agreements



# Avoid These Mistakes

- Quote on the correct unit of issue
- Avoid mixing Schedule items and open market items in your proposal
  - Open market items have different procurement processes and require more information
  - Provide manufacturer, part number and country of origin information when quoting on an open market item
- Offer a realistic delivery time

## **Avoid These Mistakes**

- Submit your information on time!
  - Late offers may not be accepted
- Understand the Marking/Labeling and Packaging requirements
  - Fed Standard 123
  - Mil Standard 129
  - Especially for SOP

# How to Keep Us Happy?

- Perform as offered
- Communicate!
  - This includes if you will be late delivering orders





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## Marking/Labeling and Packaging

# What is Marking/Labeling/Packing

- The information provided on the shipping container of the product being supplied.
  - Vendor Support Center
    - <https://vsc.gsa.gov/stock>
    - Under Contract Administration tab
  - Clauses in the Schedule contract defining this requirement

# **GSAM Clause and Provisions**

- **GSAM 552.211-73- Marking Requirements**
  - Civilian -Federal Standard 123 and Military -Military Standard 129
- **GSAM 552.211-75-Packaging and Packing**
  - Normal Commercial Practices (ASTM D3951)

# Marking Requirements

- **Why Require Marking iaw Military Standard 129/Federal Standard 123H?**
  - Part of DOD Standardization Program-FAR 11.102
  - GSA's agreement with DOD
  - Allow for MILSTRIP/FEDSTRIP requisitioning
  - Approved by all Government Agencies
  - Uniform military marking for shipment and storage
  - Lower level of astray/frustrated freight



## What Is “ **FRUSTRATED CARGO**”

- Frustrated cargo/freight is any shipment that is stopped en route to its final destination
  - Material that can’t be seamlessly and efficiently receipted into the Central Consolidation Point/Freight Forwarder and/or shipments requiring research

## What can you do to help

- Understand information on the Order received from Global Supply
  - Transportation Control Number (TCN) – this is critical for identifying Department of Defense Shipments.
  - Vendor Support Center